

Message Text

SECRET

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ACTION SS-25

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S E C R E T BUCHAREST 8602

EXDIS

E.O. 11652: XGDS-1
TAGS: TSPA, ACOM, PFOR, EXIM, RO
SUBJ: VIP COMMUNICATIONS AND AIRCRAFT
REF: STATE 278186

1. DCM AND ECONOMIC COUNSELOR MET WITH PRESIDENT VOLOSENIUC OF BANK OF FOREIGN TRADE NOVEMBER 23 TO INFORM HIS OF EXIM BANK'S DEFINITIVE DECISION NOT TO PARTICIPATE IN ANY FASHION IN THE BOEING VIP AIRCRAFT SALE TO ROMANIA. DRAWING ON INFORMATION CONTAINED IN REFTEL AND IN MEMCON OF NOVEMBER 8, 1977, REPORTING ON GIANTURCO'S MEETING WITH PATAN AND VOLOSENIUC, DCM EXPLAINED THAT: (A) EXIM BANK WILL NOT PARTICIPATE IN DIRECT FINANCING OR GUARANTEES, (B) EXIM'S DECISION WAS IN NO WAY AIMED AT ROMANIA EXCLUSIVELY BUT REPRESENTED A DECISION REGARDING THE FINANCING OF SPECIFIC TYPES OF AIRCRAFT FOR SPECIFIC PURPOSES, AND (C) EXIM'S DECISION HAD NOT YET BEEN COMMUNICATED TO BOEING. VOLOSENIUC REPLIED THAT HE WAS NOT SURPRISED AT THE EXIM BANK DECISION SINCE, IN THE COURSE OF HIS VISIT TO US IN NOVEMBER, HE HAD BEEN ADVANCED INFORMATION ALONG THESE LINES BY EXIM BANK OFFICIALS. OF COURSE, HE SAID, HE HAD ALSO EXPLAINED GOR POINT OF VIEW, WHICH IS THAT ASIDE FROM COMMUNICATIONS SYSTEM, THIS AIRCRAFT (LIKE PRESENT ONE) IS BASICALLY DESIGNED FOR GENERAL USE THOUGH IT CAN BE EMPLOYED FROM TIME TO TIME FOR SPECIAL PURPOSES. NEVERTHELESS, HE WENT ON, HE UNDERSTOOD THAT DEFINITIVE

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DECISION HAS BEEN TAKEN, AND IT WOULD ABOLISH ANY LINGERING ILLUSIONS ON THE POSSIBILITIES OF EXIM BANK FINANCING. HE SAID THAT THE DEAL WITH BOEING REQUIRED GOR ACTION BEFORE THE END OF THE YEAR INVOLVING IMMEDIATE OR PRACTICALLY IMMEDIATE PAYMENT OF FIVE PERCENT ON THE TOTAL COST AND STAGED PAYMENTS THEREAFTER. AS HE UNDERSTANDS IT, DELIVERY OF THE AIRCRAFT WAS CONTEMPLATED FOR DECEMBER, 1978, OR EARLY 1979.

2. ALTHOUGH HE NOTED HE WAS IN TOUCH WITH ZGAVARDICI ON THE AIRCRAFT, VOLOSENIUC MADE NO LINKAGE BETWEEN THE COMMUNICATION PACKAGE AND THE AIRCRAFT, AND IN FACT COMMENTED APROPOS OF FURTHER STEPS OPEN TO THE ROMANIANS THAT THE COMMUNICATIONS SYSTEM WAS A SEPARATE PROBLEM.

3. SCIENCE ATTACHE BLOWERS WILL BE MEETING GENERAL ZGAVARDICI ON NOVEMBER 28 CONCERNING QUESTION OF THIRD COUNTRY INVOLVEMENT AND NEED FOR CONFIDENTIALITY AS WELL AS TO INFORM HIM OF GANLEY LETTER TO COLLINS RE EXPORTABILITY OF THE COLLINS PACKAGE. TEXT OF LETTER WOULD BE VERY USEFUL FOR THIS MEETING.
AGGREY

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NNN

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